CorelPHOTO-PAINT!
April 15, 1998, 8:21am

LIMITED CREDIT PROJECTIONS: ARE THESE EXAMPLES CONSIDERED ACCEPTABLE?

Acceptable?	Engine Family	Total Production	Tracked: No.	%	Sent to PFRS* in 49-States	Sent to PFRS in CA ** or Exported	% to PFRS in 49-States	% to PFRS in CA or Exported	Considered 49-State Sales	Considered CA Sales or Exports
1. LIMITED PROJECTIONS ARE ALLOWED IF AT LEAST 90% OF THE ENGINE FAMILY PRODUCTION IS TRACKED TO THE PFRS.										
YES	A1	200	180	90	160	20	89	11	178	22
YES	B1	200	190	95	190	0	100	0	200	0
Not acceptable: Projecting First Delivery information when less than 90% of the engines have been successfully tracked.										
NO	C1	200	160	80	80	80	50	50	100	100
2. PERCENTAGES USED IN LIMITED PROJECTIONS ARE FAMILY-SPECIFIC (AND MODEL-YEAR-SPECIFIC).										
YES	D1	200	180	90	160	20	89	11	178	22
	D2	200	180	90	90	90	50	50	100	100
Not acceptable: Using First Delivery information from one engine family to calculation projections of another engine family.										
NO	E1	200	180	90	160	20	89	11	178	22
	E2	200	180	90	90	90	89	11	178	22
Not acceptable: Aggregating engine families during projection calculations.										
NO	F1	200	180	90	160	20				
	F2	200	190	95	95	95				
	Total	400	370	92.5	255	115	69	31	276	124

* Point of First Retail Sale . Engines already shipped to a PFRS, or have been exported, are considered to have Actual First Delivery Information.
** The term CA includes California and other states which have California's heavy-duty standards in effect.

Driver: HP LaserJet 5/5M PostScript
md9302_3.pcx